

3 Ways to Save Thousands in 2019

When it comes to medical device repair, the lowest price is not the path to long-term savings. In fact, there is often a high cost for the lowest price that takes years to overcome.

Real, sustainable savings in the complex imaging device industry comes from carefully concerted strategies that don't emphasize price. Success depends on strategic inventory management and maintenance, in-depth knowledge of product lifecycles and historical failure analysis data associated with specific makes and models of probes, coils and radiography systems.



Following are 3 Critical Components for Inventory Management and ROI that are proven to produce long-term savings, increased access, and greater efficiencies.

1

Preventative Maintenance:

Ben Franklin's famous quote, "An ounce of prevention is worth a pound of cure" really hits home for managing imaging devices. Our Centers of Excellence have built preventative maintenance programs proven to extend the life of probes and coils which helps cure the high cost of ownership. Getting just 6 more months of use from one device can free up thousands of dollars in operational costs.

When preventative programs are built upon research, testing and other activities that go into Evidence-Based Repairs, they have a much higher propensity to extend the life of a device and prevent potential failures. Engineers at our Design and Manufacturing Center of Excellence build preventative protocols around our vast data of knowledge from proprietary testing and our more than 150,000 successful probe repairs and 25 years of manufacturing MRI coils that are proven to minimize failures and extend performance as originally intended by the OEM. For most makes and models, our data can help us determine a general time frame that specific parts may diminish in their performance, life-cycle expectations and recommend maintenance schedules accordingly.

For example, replacing a bending rubber on a TEE probe, as preventative maintenance, will prevent a larger, much more expensive failure downstream.



2

Strategic and Personalized Inventory Planning:

A savings strategy that drives profitability by lowering costs involves a holistic approach to inventory management. Rotating new and old devices in and out of operations is very costly and unnecessarily. With information from research, repair histories, benchmarking from in-depth research of new devices, and such, repair providers can gain an understanding of timelines at which specific parts may start to diminish in performance. Providers armed with in-depth insights about specific makes and models can also help determine at what point it makes sense to preventively replace or service specific parts in order to extend the life of a device, or when to retire and re-purchase.

Another key factor of planning is loaner availability. You should discuss loaners with your repair providers and what you can do to assure they are available when you need them. Having a solid plan in place with your repair provider can help you avoid scrambling to find a loaner at the last minute, or extending the downtime associated with a device.

3

Training:

Consultative knowledge sharing from industry leaders can have a big impact. Partners with the greatest ability to help you save money are those with the most knowledge about when and how specific probe, coil and radiography device models start to diminish in performance. Partners that continue to test and expand their knowledge base can provide insights, maintenance schedules and, very importantly, training on inventory management and maintenance strategies that maximize uptime and ROI.

For more information about savings and inventory management strategies or to schedule a 10-minute demo of our exclusive Savings Planner tool, contact Cam Conklin at CamC@innovatusimaging.com.

About the Author



Cam Conklin is responsible for Global Customer Experience and Partnerships for Innovatus Imaging, and has more than 20 years leading savings and inventory management strategies for imaging devices. He has been with the Innovatus Imaging team since 1998. Throughout his career, Cam has held sales and marketing positions for MEDRAD and Bayer HealthCare. At Innovatus Imaging, he has been instrumental in building relationships with independent distributors and small to large health care facilities, leading facilities of all sizes to greater efficiencies and savings.

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